



CPC CyberFlash

From the Director's Desk

THE POWER OF INITIATIVE

The reason why Initiative and Leadership are associated terms in this lesson is that Leadership is essential for the attainment of success, and Initiative is the very foundation upon which this necessary quality of Leadership is built. Initiative is as essential to success as a hub is essential to a wheel.

Initiative is that exceedingly rare quality which impels a person to do what ought to be done without being told to do it. Elbert Hubbard expressed himself on the subject of Initiative in these words:

The world bestows its big prizes, both in money and honors, for one thing, and that is initiative.

What is initiative? I'll tell you: It is doing the right thing without being told.

But next to doing the right thing without being told is to do it when you are told once. That is to say, "Carry the message to Garcia." Those who can carry a message get high honors, but their pay is not always in proportion.

Next, there are those who do the right thing only when necessity kicks them from behind, and these get indifference instead of honors, and a pittance for pay.

This kind spends most of the time polishing a bench with a hard-luck story.

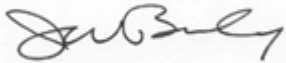
Then, still lower down in the scale than this, we have the person who will not do the right thing even when someone goes along to demonstrate and stays to see that the work is done right. This person is always out of a job, and receives deserved contempt, unless there is a rich relative in the background, in which case destiny patiently waits around the corner with a club.

To which class do you belong?

Inasmuch as you will be expected to take inventory of yourself and determine which of the factors of this course you need most, after you have completed the last lesson, it may be well if you begin to get ready for this analysis by answering the question that Elbert Hubbard has asked:

To which class do you belong?

An excerpt from Law of Success (The 21st-Century Edition), by Napoleon Hill



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RECOMMENDED LEADERSHIP READING LIST

This reading list is designed to offer NOAA Corps officers recommended books, related to leadership. This is not an all-inclusive list. The goal is to provide a starting point or expand existing knowledge and skills. The list will also be posted on CPC's webpage.

- **The 21 Irrefutable Laws of Leadership: Follow them and people will Follow You**, by John Maxwell, Nelson Publishers, 1998
- **The 21 Indispensable Qualities of a Leader, Becoming the Person Others Will Want to Follow**, by John C. Maxwell, Nelson Publishers, 1999
- **Flight of the Buffalo: Sourcing to Excellence, Learning to let Employees Lead**, by James A. Belasco and Ralph C. Stayer, Warner Books, 1994
- **Built to last: Successful Habits of Visionary Companies**, by Jim Collins and Jerry Porras, harperBusiness 2002
- **First, Break All the Rules: What the World's Greatest Managers Do Differently**, by Marcus Buckingham and Curt Coffman, Simon & Schuster 1999
- **The Founding Fathers on Leadership: Classic Teamwork in Changing Times**, by Donald Phillips, Warner Books, 1998
- **Leading at the Edge: Leadership Lessons from the Extraordinary Saga of Shackleton's Antarctic Expedition**, by Dennis Perkins, American Management Association, 2000
- **Lincoln on Leadership: Executive Strategies for Tough Times**, by Donald Phillips, Warners Books, 1993
- **Martin Luther King, Jr. on Leadership: Inspiration & Wisdom for Challenging Times**, by Donald Phillips, Warners Business books, 2000
- **Shackleton's Way: Leadership Lessons from the Great Antarctic Explorer**, by Margot Morrell and Stephanie Capparell, Penguin Books, 2002
- **The Fifth Discipline: The Art and Practice of the Learning Organization**, by Peter M. Senge, Currency 1994

- **The 7 habits of Highly Effective People**, by Stephen Covey, Free Press 1990
- **Coaching for Improved Work performance, Revised Edition**, by Ferdinand F. Fournies, McGraw-Hill 1999
- **Please Don't Just Do What I Tell You! Do What Needs to Be Done: Every Employee's Guide to making Work More Rewarding**, by Bob Nelson, Hyperion, 2001
- **Fire-Star Leadership: The Art and Strategy of Creating Leaders at Every Level**, by Patrick L. Townsend and Joan E. Gebhardt, Wiley New Ed edition, 1999
- **Beyond the Wall of Resistance: Unconventional Strategies That Build Support for Change**, by Rick Maurer, Bard Press, 1996
- **Thinking for a Change: 11 Ways Highly Successful People Approach Life & Work**, by John C. Maxwell, Warner Books, Inc., 2003
- **How to Argue and Win Every Time: At Home, At Work, In Court, Everywhere, Everyday**, by Gerry Spence, St. Martin's Press, 1995
- **Deep Change, Discovering the Leader Within**, by Robert E. Quinn, Jossey-Bass, 1996
- **Leading Change**, by John P. Kotter Harvard Business School Publishing 1996
- **Now, Discover your Strengths**, by Marcus Buckingham and Donald O. Clifton, The Free Press 2001
- **The power of Alignment: How Great Companies Stay Centered and Accomplish Extraordinary Things**, by George Laboritz and Victor Rosansky, Wiley, 1997
- **Getting Past No: Negotiating Your Way from Confrontation to Cooperation**, by William Ury, Bantam revised edition 1993
- **Getting to Yes: Negotiating Agreement Without Giving In**, by Roger Fisher, William Ury, Bruce Patton, Penguin 2nd/Rep edition, 1991
- **Naval Leadership: Voices of Experience**, edited by Karel Montor, Naval Institute Press, 1987
- **Execution: The Discipline for Getting Things Done**, by Larry Bossidy, Crown Business, 2002
- **Zapp! Lightning of Empowerment: How to Improve Productivity, Quality, and Employee Satisfaction**, by William Byham, Jeff Cox, Ballantine Books; revised edition, 1997
- **It's Your Ship**, by D. Michael Abrashoff, Warner Books, 2002
- **The Radical Leap: A Personal Lesson in Extreme Leadership**, by Steve Farber, Dearborn Trade Publishing, 2004
- **The 9 Natural Laws of Leadership**, by Warren Blank, American Management Association, 1995
- **Successful Leadership Today**, by Douglas L. Drewry, Professional Management Spectrum, 1996
- **The Leadership Secrets of Santa Claus**, by Walk the Talk Company

This message was generated for the Director of Commissioned Personnel